

Message Text

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PAGE 01 DOHA 00073 181142Z

ACTION NEA-10

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R 181111Z JAN 77

FM AMEMBASSY DOHA

TO USDOC WASHDC

INFO AMEMBASSY ATHENS

AMEMBASSY AGGIERS

AMEMBASSY TUNIS

SECSTATE WASHDC 2216

UNCLAS DOHA 0073

COMMERCE FOR HALE, CAGNE; GOOTENBER, SAD

TUNIS FOR A. BEHR (COMMERCE COORDINATOR WITH TSS)

E.O. 11652: N/A

TAGS: BEXP, QA, TU, AG

SUBJ: PORT DEVELOPMENT TSS, DOHA

1. PORT DEVELOPMENT TEAM DEPARTED DOHA ON SCHEDULE 1010 JAN 18 AFTER GENERALLY SUCCESSFUL THREE DAY SEMINAR HERE. PROGRAM HIGHLIGHTS IN DOHA ARE OUTLINED BELOW.

2. TOUR OF DOHA PORT. ACTING DIRECTOR OF PORTS ABDULLAH GHARAIRI WELCOMED GROUP, ACCOMPANIED BY AMBASSADOR, AT DOHA PORT HQ, THEN ACCOMPANIED GROUP ON GUIDED TOUR OF PORT DOHA. CHAIRMAN SOULES PRESENTED GHARAIRI WITH PEACE AND COMMERCE MEDAL, PHOTO COVERAGE PROVIDED BY EMBASSY.

3. SEMINAR OPENED BY AMBASSADOR ON JAN 16 WAS WELL RECEIVED WITH MODERATE ATTENDANCE. TURNOUT WAS SOMEWHAT BELOW EXPECTATIONS, WITH 25 OUT OF 60 INVITEES PRESENT. SEVERAL KEY PEOPLE WERE IN ATTENDANCE, HOWEVER, AMONG THEM ABDULLAH GHARAIRI, ACTING DIRECTOR OF PORTS, CAPTAIN M.B. MANDOUR, GENERAL MANAGER OF QATAR NATIONAL
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NAVIGATION AND SHIPPING CO, AND SAMIR A GHALI, SENIOR OFFICIAL FOR PORT MATTERS AT THE INDUSTRIAL DEVELOPMENT TECHNICAL CENTER. THE TWO LARGEST TRADING COMPANIES IN QATAR, MANNAI AND ALMANA, WERE ALSO WELL REPRESENTED. IT IS THE CONSENSUS HERE THAT INVITATIONS WERE SOMEWHAT NARROWLY FOCUSED (GENERAL PUBLIC WAS NOVT INVITED).

4. RECEPTION AND ARABIC BUFFET AT COMMOFF'S RESIDENCE ATTENDED BY SOME 30 LOCAL OFFICIALS AND BUSINESSMEN, AMONG THEM SAMIR A. GHALI, AND OMAR AL MANA, HEAD OF ALMANA TRADING ORGANIZATION. BOTH AL MANA AND THE MANNAI ORGANIZATION WERE EXTREMELY INTERESTED IN ESTABLISHING A DISTRIBUTOR RELATIONSHIP WITH HARNISCHFEGER. USEFUL DIALOGUE BETWEEN THESE MEN AND MISSION MEMBERS TOOK PLACE AT COMMOFF'S RESIDENCE.

5. DAY FOLLOWING SEMINAR EACH MISSION MEMBER HAD THREE OR FOUR PREARRANGED APPOINTMENTS WITH LOCAL BUSINESSMEN, IN ADDITION TO CONTACTS MADE ON THEIR OWN. HARNISCHFEGER, FOR EXAMPLE, HAD A TOTAL OF SEVEN INDIVIDUAL MEETINGS. MISSION MEMBERS EXPRESSED SATISFACTION WITH NATURE AND NUMBER OF INDIVIDUAL APPOINTMENTS.

6. ON JAN 17 WHILE SEMINAR MEMBERS WERE HAVING INDIVIDUAL MEETINGS, CHAIRMAN SOULES ACCOMPANIED BY AMBASSADOR CALLED ON ABDULLAH BIN NASSER AL SUWAIDI, MINISTER OF COMMUNICATIONS AND TRANSPORT. SOULES WAS ALSO ABLE TO SEE HISHAM QADDUMI, KEY TECHNICAL ADVISOR TO THE AMIR OF QATAR.

7. OTHER SCHEDULED EVENTS INCLUDED BRIEFINGS BY BOTH THE AMBASSADOR AND COMMOFF, COCKTAILS FOR MISSION MEMBERS AT AMBASSADOR'S RESIDENCE AND FAMILIARIZATION AND ORIENTATION TOUR OF DOHA AND ENVIRONS.

8. PUBLICITY: PRESS COVERAGE HAS BEEN ADEQUATE. DETAILED EMBASSY PRESS RELEASE APPEARED IN "AL ARAB" (SINGLE LOCAL NEWSPAPER) JAN 15, COVERING ARRIVAL AND PURPOSE OF MISSION.
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REPORTED FROM QATAR NEWS AGENCY (QNA) WAS PRESENT AT SEMINAR AND NEWS REPORT BASED ON HIS TALKS WITH SOULES, MISSION MEMBERS AND EMBASSY STAFF APPEARED IN "AL ARAB" JAN 18. STORY GAVE DETAILS OF MISSION SEMINAR, PURPOSE, NAMED CHAIRMAN SOULES AND CITED COMPANY PRODUCTS. IN ADDITION, RADIO QATAR TWENTY-MINUTE INTERVIEW WITH SOULES WAS AIRED JAN 18 ON ENGLISH LANGUAGE PROGRAM "ON THE SPOT."
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